

# 2005 HAY DIRECTORY

Alabama Department of  
Agriculture & Industries



Market News

[www.agi.state.al.us/lsmn.htm](http://www.agi.state.al.us/lsmn.htm)

[www.ams.usda.gov/](http://www.ams.usda.gov/)

# **ALABAMA'S HAY INDUSTRY IS IMPORTANT**

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**Livestock production is a complex and challenging business. Though the level of animal production obtained can be influenced by many different factors, it is generally recognized that on most livestock farms the primary factor which limits production is the level of nutrition the animals receive.**

**Pasture is generally the most economical feed for most types and classes of livestock, so providing grazing throughout as much of the year as possible should be a top priority on most farms. However, cold weather in winter and periodic drought at various times of the year limit pasture forage growth. When this happens, hay is usually the most logical stored feed to us to fill gaps in pasture forage availability.**

**Commercial hay production is big business in Alabama, and is likely to get even bigger. The reason is that as hay machinery costs rise, ownership of hay equipment becomes more difficult to justify unless large quantities of hay are being produced. Yet, the average beef herd in Alabama is less than 30 animals. This makes it increasingly more economical for livestock producers with small herds to purchase the hay they need, and for producers who have hay equipment to focus on meeting the increasing demand for hay.**

**As with most types of agricultural production, weather figures prominently in the hay business. On the one hand, weather has a huge influence on hay yields, which means that the amount of hay produced from a particular field, farm or area varies tremendously. On the other hand, weather also greatly affects the quality of hay livestock producers need.**

**Because the supply of hay available for sale and the amount of hay needed to be purchased varies so much, there is a great need for buyers and sellers of hay to be able to readily find each other. Consequently, this hay directory compiled by the Alabama Department of Agriculture personnel constitutes a valuable service to Alabama agriculture.**

**The details of any agreement between buyers and sellers of hay have to be worked out to their mutual satisfaction, of course. Hay quality is affected by many factors including forage species and variety, stage of maturity at harvest, fertilization and harvesting techniques. The dollar value of hay should generally increase with forage quality, though considerations such as supply and demand, transport and how hay is packaged obviously have an important influence.**

**Hay represents a major portion of the expense associated with livestock production, plus it provides a substantial portion of the nutrients cattle and other animals consume. In order to make significant strides in improving the productivity and profitability of livestock enterprises in the next millennium, Alabama needs a strong commercial hay industry.**

## MARKET NEWS DIVISION HAY QUALITY & MARKET REPORTING

When marketing hay, identifying the various *qualities* is of primary importance. The best way to determine the nutritional value of your hay is to have it tested. This has been standard procedure for Alfalfa growers for years. However, in the Southeast the principal forage is grass. While test formulas Established for Alfalfa may not always work as well on grass samples, forage testing and quality identification has become more important as producers try to increase their market areas and revenues and customers demand higher quality for their money.

One of the purposes of Hay Market News reports is to facilitate the marketing of hay, sight unseen, on a local, regional, national and international level. The Federal-State Livestock Market News office at the Alabama Department of Agriculture and Industries gathers hay market information and releases the *Southeast Hay Report* each Thursday at 2:00 PM. You can access this report on the Internet at [http://www.ams.usda.gov/mnreports/MG\\_GR310.txt](http://www.ams.usda.gov/mnreports/MG_GR310.txt).

The following list of terms describes the different qualities of hay used in USDA market reports.

**Supreme:** (For Alfalfa & Alfalfa/Mix only) Very early maturity, i.e., pre bloom, soft fine stemmed, extra leafy (factors indicative of very high nutritive and protein content). Hay is excellent in color and free of damage.

**Premium:** Early maturity, i.e., pre bloom in legumes and pre head in grass hays. Extra leafy and fine stemmed (factors indicative of a high nutritive and protein content). Hay is green and free of damage.

**Good:** Early to average maturity, i.e., early to mid-bloom in Legumes and early head in grass hays, leafy, fine to medium stemmed, free of damage other than slight discoloration.

**Fair:** Late maturity, i.e., mid to late bloom in legumes and head in grass hays, moderate or below leaf content and generally coarse stemmed. Hay may show slight damage.

**Utility:** Hay is very mature, such as mature seed pods in legumes and mature head in grass hays; coarse stemmed. This category could include hay discounted due to excessive damage and heavy weed content or mold. Defects will be identified in market reports when using this category.

In tested hay the following guidelines are used. Alfalfa guidelines (for domestic livestock use and not more than 10% grass)

Quality	ADF	NDF	*RFV	**TDN-100%	**TDN-90%	CP
<b>Supreme</b>	<27	<34	>185	>62	>55.9	>22
<b>Premium</b>	27-29	34-36	170-185	60.5-62	54.5-55.9	20-22
<b>Good</b>	29-32	36-40	150-170	58-60	52.5-54.5	18-20
<b>Fair</b>	32-35	40-44	130-150	56-58	50.5-52.5	16-18
<b>Utility</b>	>35	>44	<130	<56	<50.5	<16
*RFV calculated using the Wis/Minn formula. **TDN calculated using the western formula. Quantitative factors are approximate, and many factors can affect feeding value. Values based on 100% dry matter (TDN showing both 100% & 90%). Guidelines are to be used with visual appearance and intent of sale (usage).						

### Grass Hay Guidelines

Quality	Crude Protein Percent
<b>Premium</b>	<b>Over 13</b>
<b>Good</b>	<b>9-13</b>
<b>Fair</b>	<b>5-9</b>
<b>Utility</b>	<b>Under 5</b>

**Bullock**

<b>Jim</b>	<b>Moskal</b>		Russell Square	3000	Premium
3563 Hayes Hill Rd			Russell Round	200	Premium
Midway	AL	36053	Bahia Round	100	Premium
(334) 529-3767					
(334) 213-1215					

**Butler**

<b>James</b>	<b>Seale</b>		Bahia Round	400	Good
1821 Monterey Rd			Bahia Square	1000	Good
Forest Home	AL	36030			
(334) 346-2330					
(334) 437-1554					
<a href="mailto:Fseale@greenlynk.com">Fseale@greenlynk.com</a>					

**Calhoun**

<b>Charlotte</b>	<b>Alford</b>		Bermuda Round	100	Good
1544 Priebe Mill Rd					
Oxford	AL	36203			
(256) 237-9235					
(256) 237-9328					
<a href="mailto:Lepigooo@aol.com">Lepigooo@aol.com</a>					

<b>Wes</b>	<b>Jones</b>		Bermuda/Dallas Grass Round	300	Good
44 Prickett Trail			Dallas Grass Round	200	Good
Jacksonville	AL	36265	Mixed Grass Round	200	Fair
(256) 847-8638					

**Cherokee**

<b>R-3 Farmes Inc</b>			Bermuda Square	3000	Premium
2405 County Road 29			Wheat Straw Square	30000	Good
Piedmont	AL	36272	Bermuda Square	2000	Good
(256) 447-7501					
<a href="mailto:SRogers827@aol.com">SRogers827@aol.com</a>					

**Chilton**

<b>Bob</b>	<b>Eddy</b>		Bahia/Dallas Round	74	Good
319 County Road 319			Mixed Grass Round	32	Low
Stanton	AL	36790			
(334) 366-4661					

<b><u>Cullman</u></b>	<b>Nathan</b>	<b>Barck</b>	Mixed Grass Round	100	Good
	4276 County Road 1043 Cullman (256) 747-9909	AL 35057			
<b><u>Dekalb</u></b>	<b>Thomas D</b>	<b>Owens</b>	Bermuda Square	3000	Premium
	3706 County Road 479 Boaz (256) 561-2194	AL 35957			
<b><u>Elmore</u></b>	<b>Joe</b>	<b>Womble</b>	Bahia Round	300	Premium
	3474 Crenshaw Rd		Bahia Square	300	Premium
	Wetumpka	AL 36092	Mixed Grass	700	Good
	(334) 567-9765		Mixed Grass	1000	Fair
	<a href="mailto:jwomble@elmore.rr.com">jwomble@elmore.rr.com</a>				
	<b>Kenny</b>	<b>Mehearg</b>	Bermuda Square	600	Good
	303 Bouldin Dam Rd		Mixed Grass Square	600	Good
	Wetumpka	AL 36092	Bahai Round	100	Good
<b><u>Limestone</u></b>	(334) 567-4082		Bermuda Round	100	Good
	<a href="mailto:MeheargK@yahoo.com">MeheargK@yahoo.com</a>				
	<b>Ernest</b>	<b>Nave</b>	Mixed Grass	75	Good
	12648 New Cut Rd		Mixed Grass	25	Fair
	Athens	AL 35611	Mixed Grass	50	Low
<b><u>Madison</u></b>	(256) 729-8357				
	<a href="mailto:ernest+4@juno.com">ernest+4@juno.com</a>				
	<b>Scott E</b>	<b>Sexton</b>	Fescue Round	60	Good
	1028 Petus Rd		Fescue/Clover Round	160	Premium
	Madison	AL 35757	JohnsonGrass/Clover Round	40	Fair
	(256) 895-0470		Fescue Square	200	Good
	(256) 651-7891				
	<a href="mailto:scott@jescowebs.com">scott@jescowebs.com</a>				

**Marshall**

<b>Dennis</b> 495 Garrison Rd Guntersville (256) 586-4782 (256) 506-5869	<b>Suits</b>  AL 35976	Mixed Grass Round Tifton 44 Bermuda Square Mixed Grass Square	400 2000 1000	Good Premium Good
<b>Robert</b> 1065 Strawn Rd Boaz (256) 793-7171	<b>Smith</b>  AL 35957	Bermuda Round Bermuda Round	250 150	Premium Good

**Shelby**

<b>Jerry</b> 591 Glaze Ferry Rd Harpersville (205) 672-9824 (205) 587-2236	<b>Spates</b>  AL 35078	Bahia Round	250	Good
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**St Clair**

<b>Richard</b> 3524 County Road 22 Ashville (205) 655-8022 (205) 410-7800 <a href="mailto:ButlerC210@aol.com">ButlerC210@aol.com</a>	<b>Newell</b>  AL 35953	Bermuda Square Bermuda Square Bermuda Round MixedGrass Round MulchHay Square MulchHay Round WheatStraw Square	5000 10000 500 1000 50000 200 1500	Premium Good Good Good Good Good Good
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